



Organizations and people want to grow their business year on year, that is vital.

You might need a sounding board to share your plans and get fresh perspectives. The objective of these ASG workouts is to simplify the whole ambition of sales growth and create momentum to enable results. These grounded conversations aim to bring clarity on effort management and enable the right preparation to perform well. Such conversations can also lead the participant to take some crucial decisions about business. **Each one day session is followed with two support sessions, that can happen face to face or a video call.**

Approach:

- We work with key Sales people on a one on one mode for a day to initiate a roadmap for growth. Before initiating this coaching, we do a research with the stakeholders to get well prepared for these conversations with the nominated delegate
- Each one day session is followed with two support sessions, that can happen face to face or a video call.

Why One on One ASG workouts?

We found that one on one sessions are far more enabling than combined sessions, as this gives opportunity to the participant to interact deeply. Also, Sales professionals find easy to share their issues.

Conversations typically happen around the growth themes such as :

- Customer Acquisition Management
- Key Account Management
- Value Selling
- Attrition Management of Sales team
- Service Management
- Sales Strategy for various Service and Product lines
- Negotiation issues
- Channel Management
- Upskilling Presentation Capabilities

What are the deliverables?

1. Well laid Roadmap for Sales Growth
2. Practical and an Implementable plan
3. Application focus and simple tools
4. Personal attention to issues
5. Better Sales pipeline management
6. Predictable Pipeline

Venue

Venue for Individual Sessions:

Groval Euler's Research Centre
808, 19th Main Road
Sector 3, HSR Layout
Bengaluru
Karnataka – 560102

*These sessions can also happen at your location / Webex/Video Conference

About the Facilitator

Before starting my own company, I have worked with Mercuri Goldmann, Mercuri Urval as a senior consultant and with Better Future (Nederlands based company) as their MD (APAC). I have conducted various international and Indian projects on sales capability development. Just to share, till now I have enabled over 8000 resources to enhance their sales and business performance capabilities.

Contact

dinkar@groval-eulers.com
mobile: +91 9663742007
www.grovaleulers.com
www.linkedin.com/in/dinkarrao

